

R.J. Reynolds
Tobacco Company

JUL 0 5 1995

JUL 0 5 REC'D

June 30, 1995

DM	T&O	ESP
1224		
1225		
1226	✓	01.13
1229		
1230	✓	3.7.10
PTC	SAM	
ROM	PA	SS
RM	PC	MS
1240	1242	SAM

M. A. Belniak
Chain Accounts Manager

227-A South Street
Hopkinton, MA 01748
Phone: 508 435 8613
Fax: 508 435 8591

TO: Boston ROU - 1110
New York Metro ROU - 1210 ✓
Philadelphia ROU - 1310
Hartford ROU - 1510
Buffalo ROU - 1610
Pittsburgh ROU - 1710
Washington, DC ROU - 2910

For dissemination to Sales Personnel with B.J.'s Wholesale Clubs.

RE: **B.J.'S WHOLESALE CLUBS**
WINSTON SELECT BUY ONE CARTON RECEIVE 5 FREE PACKS
CID #2515-00-00

Ladies & Gentlemen:

During the week of July 17, 1995, an automatic distribution of assorted Winston Select "Buy 1 carton receive 5 free packs" product will be made to participating B.J.'s Wholesale Club locations.

"SPECIAL OFFER" POS will be included with all shipments.

This promotional offer will be merchandised/displayed on existing carton fixtures. Supplemental temporary displays must be authorized by store management prior to placement.

Your assistance is requested in contacting all participating locations as soon after delivery as possible to work with store personnel and ensure this promotional offer is communicated clearly to the consumer.

Please find attached a listing of participating locations and corresponding distributions.

Thank you for your assistance with this chain.

Sincerely,

M. A. Belniak

M. A. Belniak

MAB/sec

"We work for smokers."

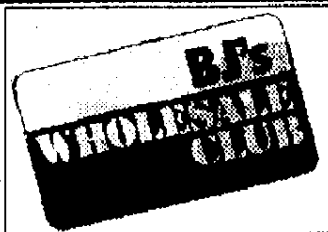
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PARTICIPATING CLUBS

<u>STATE</u>	<u>CLUB #</u>	<u>CITY</u>	<u>RJR</u>	<u>CTN DIST</u>
RHODE ISLAND	2	JOHNSTON	152406	240
VIRGINIA	70	CHESAPEAKE	292705	120
	41	WOODBIDGE		240
	36	VIRGINIA BEACH	292702	360
	69	FREDERICKSBURG	292506	600
MARYLAND	60	COLUMBIA	292614	120
	61	OWINGS MILLS	292615	60
	40	BALTIMORE	292213	60
	72	WALDORF	292401	60
	59	PASADENA	292412	60
	71	BELAIR	292213	120
MAINE	29	PORTLAND	112202	330
	310	AUBURN	1122XX	120
NEW HAMPSHIRE	17	SALEM	112401	600
	62	PORTSMOUTH	112402	120
	39	NASHUA	112404	480
MASSACHUSETTS	47	FRAMINGHAM	112602	120
	30	DANVERS	112604	240
	24	WESTBOROUGH	112605	240
	38	AUBURN	112609	240
	1	MEDFORD	112841	600
	34	STOUGHTON	112809	480
	23	N. DARTMOUTH	113005	330
	55	S. ATTLEBORO	113007	240
	20	CHICOPEE	113609	240
	50	STONEHAM	112611	120

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PARTICIPATING CLUBS

<u>STATE</u>	<u>CLUB #</u>	<u>CITY</u>	<u>RJR</u>	<u>CTN DIST</u>
NEW JERSEY	8	RUTHERFORD	122601	120
	48	LEDGEWOOD	122813	60
	44	JERSEY CITY	123003	60
	73	WACHUNG	123007	120
	26	EDISON	123010	120
	13	MAPLE SHADE	133410	60
	27	OCEAN CITY	133418	120
	67	LINDEN	123009	60
PENNSYLVANIA	21	ALLENTOWN	133208	60
	25	CAMP HILL	173815	120
	57	READING	132404	60
	22	PHILADELPHIA	132601	240
	56	SPRINGFIELD	132705	120
DELAWARE	15	WILMINGTON	132723	360
NEW YORK	53	WAPPINGERS FALLS	152206	60
	16	E. FARMINGDALE	152311	60
	45	E. SYRACUSE	162202	60
	64	UTICA	162205	60
	66	SARATOGA SPRINGS	162302	60
	7	ALBANY	162307	120
	9	ROCHESTER	162407	60
	75	WEBSTER	162404	60
	68	CLAY	162407	60

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